

Message Text

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FM AMEMBASSY BELGRADE

TO USDOC WASHDC

INFO AMCONSUL ZAGREB

US YUGOSLAV ECONOMIC COUNCIL

CABLE ADDRESS USYCOU NEW YORK

SECSTATE WASHDC 5631

UNCLAS BELGRADE 1031

E.O. 11652: NA

TAGS: BEXP YO

SUBDOC PTO - (MAJOR PROJECT OPPORTUNITY - SPECIAL HANDLING REQUESTED

SUMMARY: ONE OF THE LARGEST YUGOSLAV FIRMS IS SEEKING TO EXPAND ITS CHEMICAL PRODUCTION. FIVE MILLION DOLLARS OF IMPORTED EQUIPMENT AND ENGINEERING SOUGHT FOR A NEW PLANT TO PRODUCE SODIUMTRI-POLYPHOSPHATE. FOLLOWING INFO IN PTO FORMAT. END SUMMARY.

1. 479/01/P0010

2. 021376

3. WWALLER

4. 479 YUGOSLAVIA

5. M

6A. --

6.B. MRS. ZDENKA PETROVIC

6C. OOUR HEMIJSKA INDUSTRIJA

KOMBINAT TREPCA

6C. (CONTINUED) 38T220 KOSOVSKA MITROVICA

7. TELEX: 18126 CABLE: TREPCA

8. --

9. 101

10. 9910700-5000

3559111-5000

ENGINEERING, TECHNOLOGY AND EQUIPMENT FOR PRODUCTION OF SODIUMTRIPOLYPHOSPHATE (NA-5P-30-10) USED IN PRODUCTION OF DETERGENTS. ANNUAL CAPACITY 20,000 TONS. TREPCA ALREADY PRODUCES UNCLASSIFIED

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PHOSPHORIC ACID (H-3PO-4) WHICH WILL BE USED IN PRODUCTION OF

SODIUMTRIPOLYPHOSPHATE.

ANTICIPATED VALUE OF TOTAL INVESTMENT ABOUT \$12 MILLION OF WHICH ABOUT \$5 MILLION IN FOREIGN CONTENT. TREPCA EXPECTS TO GO INTO PRODUCTION WITHIN TWO YEARS FROM TIME SUPPLIER FOUND.

IN ADDITION TO OUTRIGHT PURCHASE, TREPCA WOULD CONSIDER VARIOUS OTHER FORMS OF COOPERATION: JOINT VENTURE, LICENSE, EXCHANGE OF INTERMEDIATE PRODUCTS, FINAL PRODUCTS OR COMPLETION OF PRODUCT RANGE THROUGH MUTUAL DELIVERIES OF FINAL PRODUCTS.

PROJECT FINANCED BY TREPCA AND LOCAL BANKS FOR LOCAL COST; FOREIGN CREDIT EXPECTED FOR IMPORTED EQUIPMENT.

KOMBINAT TREPCA IS THE TWENTY-NINTH LARGEST YUGOSLAV COMPANY. BASED IN THE UNDERDEVELOPED REGION OF KOSOVO, TREPCA ENJOYS SOME FINANCIAL AND INVESTMENT PRIVILEGES. AS A LEAD-ZINC MINE AND PROCESSING INDUSTRY (BOTH METALLURGICAL AND CHEMICAL) TREPCA FALLS INTO THE CATEGORY OF PRIORITY INDUSTRIES IN THE YUGOSLAV PLANNING SYSTEM. KOMBINAT TREPCA EMPLOYES ABOUT 12,500 PEOPLE, AND ITS ANNUAL TURNOVER IS ABOUT \$150 MILLION. TREPCA IS EXPANDING VERTICALLY TO PROCESS AS MUCH OF ITS LEAD AND ZINC AS POSSIBLE INTO FINAL PRODUCTS. ITS MOST RECENT EXPANSION WAS INTO DRY AUTO BATTERIES WHICH ARE NOW MANUFACTURED IN COOPERATION WITH THE U.S. FIRM GLOBE UNION.

11. SPECIAL HANDLING IS REQUESTED UNDER CRITERIA AC; HIGH PROBABILITY FOR U.S. FIRMS TO BE AWARDED THE CONTRACT.

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